



Greater Toronto Area High Rise Projects

New Homes Monthly Market
Report Data as of October 2021

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Oct-21		Oct-20		Change
High Rise	3,168		2,494		27.0%
Low Rise	1,112		1,882		-40.9%
Total	4,280		4,376		-2.2%
Year to Date Sales	Jan.-Oct. 2021		Jan.-Oct. 2020		Y/YChange
High Rise	26,305		17,838		47.5%
Low Rise	12,313		14,017		-12.2%
Total	38,618		31,855		21.2%
Year to Date Supply	Jan.-Oct. 2021		Jan.-Oct. 2020		Y/YChange
High Rise	25,377		17,205		47.5%
Low Rise	11,075		8,345		32.7%
Total	36,452		25,550		42.7%
Year to Date Completions	Jan.-Oct. 2021		Jan.-Oct. 2020		Y/YChange
High Rise	15,618		17,906		-12.8%
Remaining Inventory	Oct-21	Sep-21	Oct-20	M/M Change	Y/YChange
High Rise	11,973	10,918	12,037	9.7%	-0.5%
Low Rise	1,138	1,290	3,697	-11.8%	-69.2%
Total	13,111	12,208	15,734	7.4%	-16.7%
Benchmark Price	Oct-21	Sep-21	Oct-20	M/M Change	Y/YChange
High Rise	\$1,052,208	\$1,036,831	\$990,880	1.5%	6.2%
Low Rise	\$1,656,043	\$1,573,764	\$1,211,141	5.2%	36.7%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	18	354	315	146	
High Rise Units	4,259	91,632	83,133	35,153	
% Sold*	69%	87%	94%	81%	
Low Rise Projects	10	187			
Low Rise Units	529	17,165			
% Sold*	83%	98%			

* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

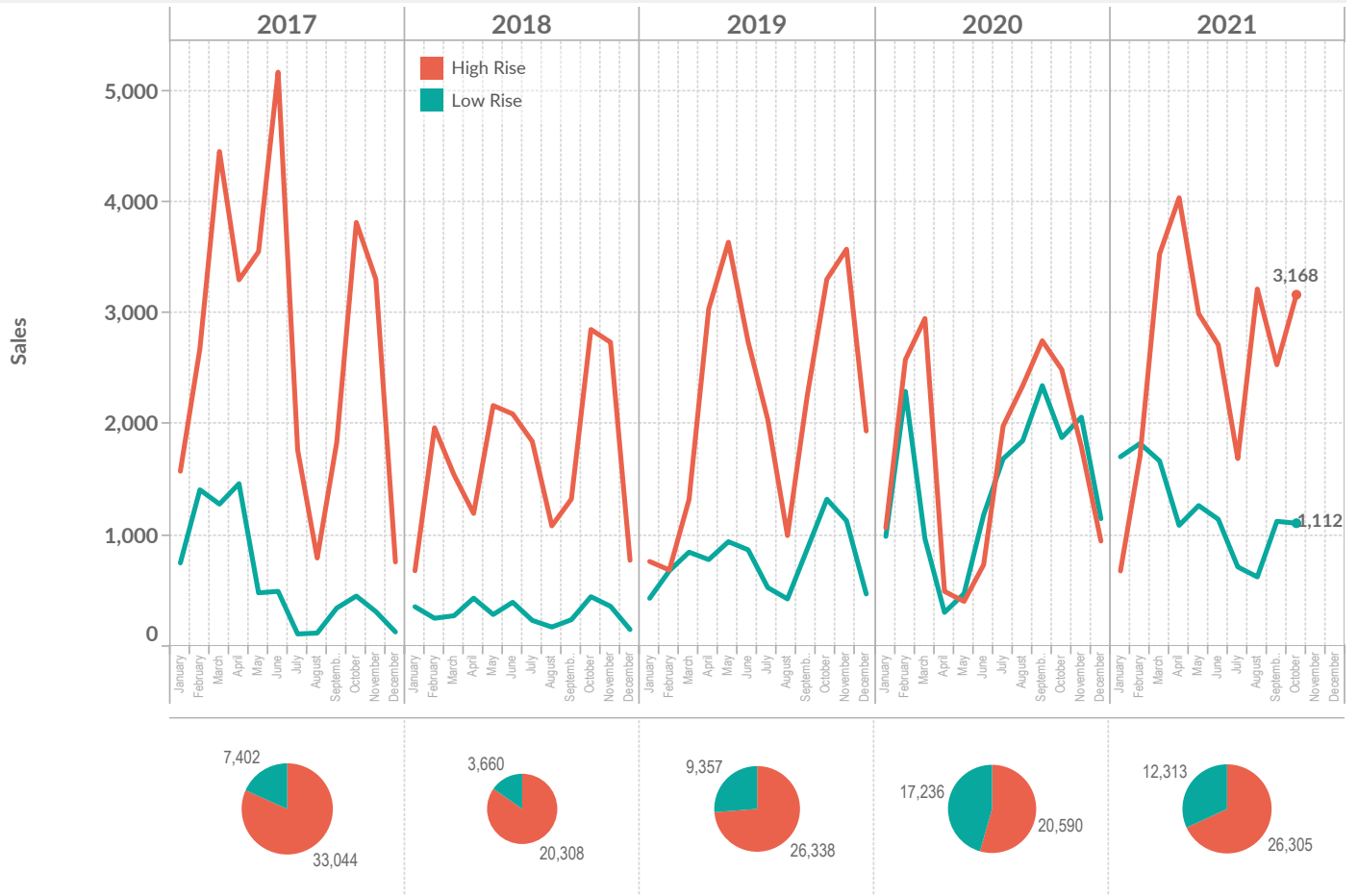
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

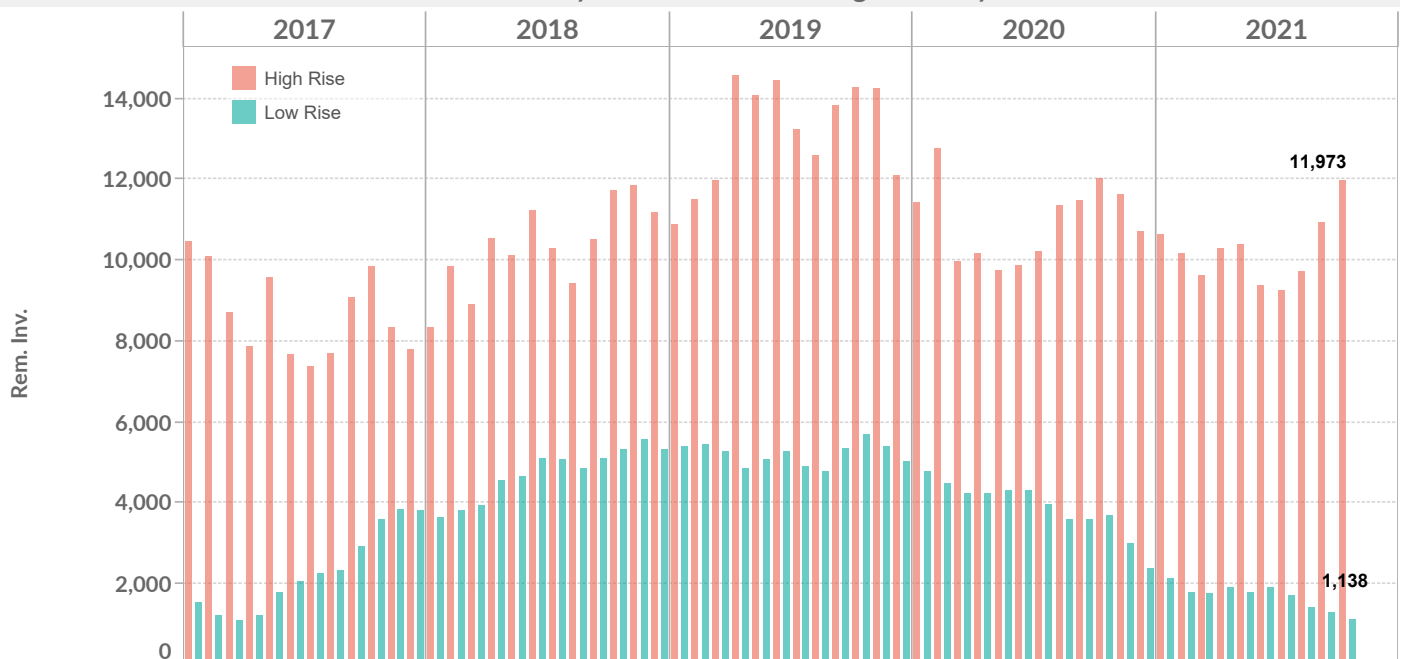
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

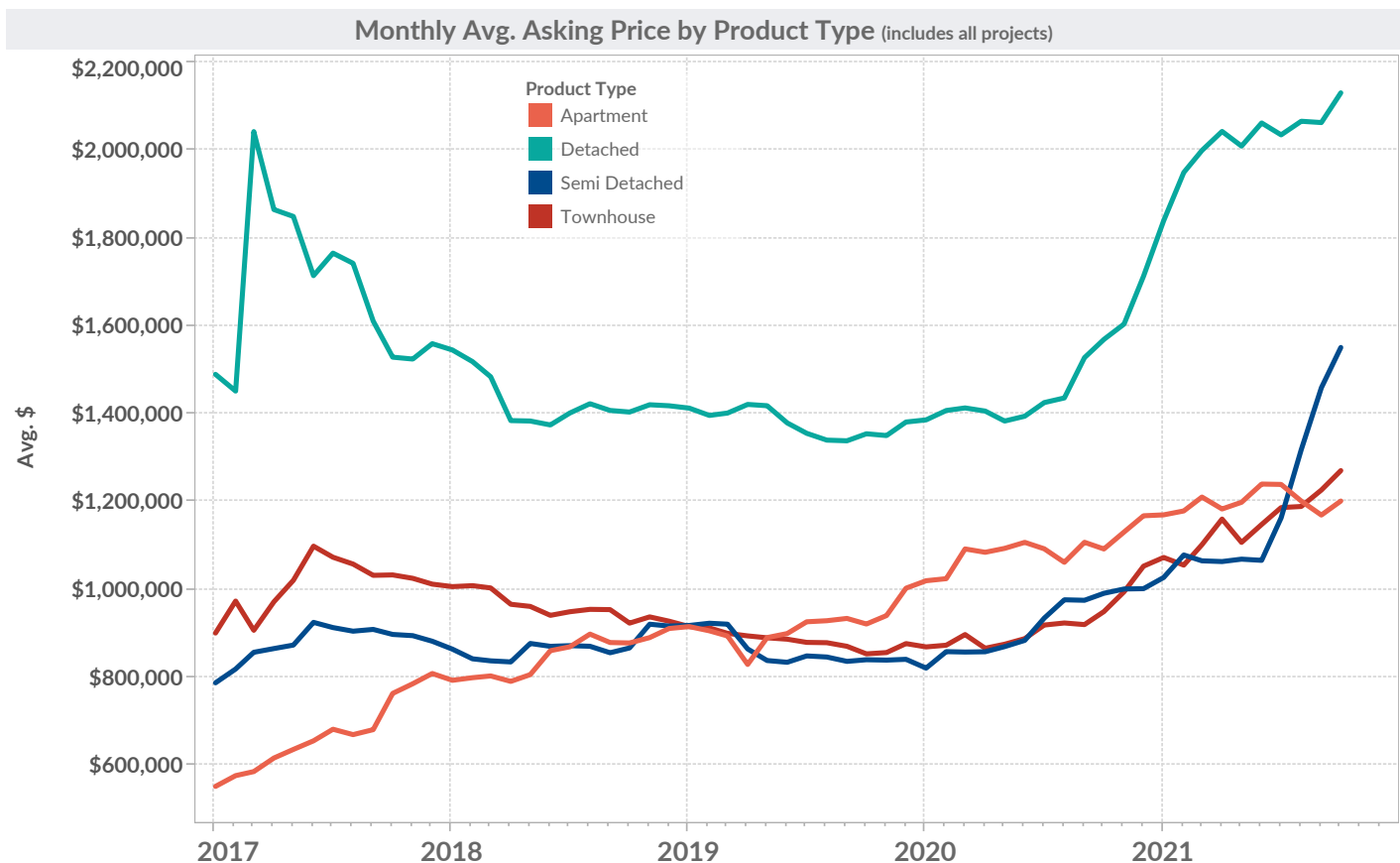
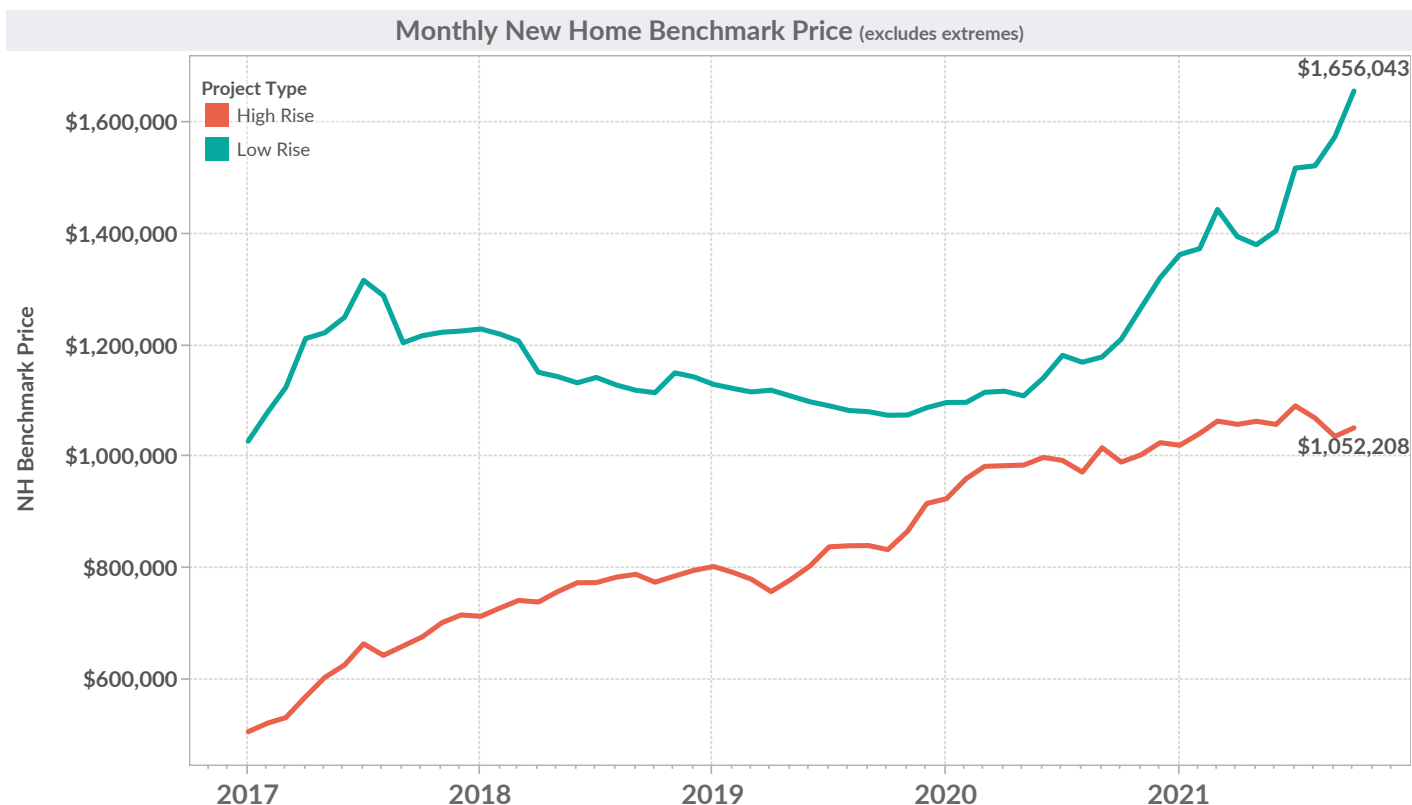
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

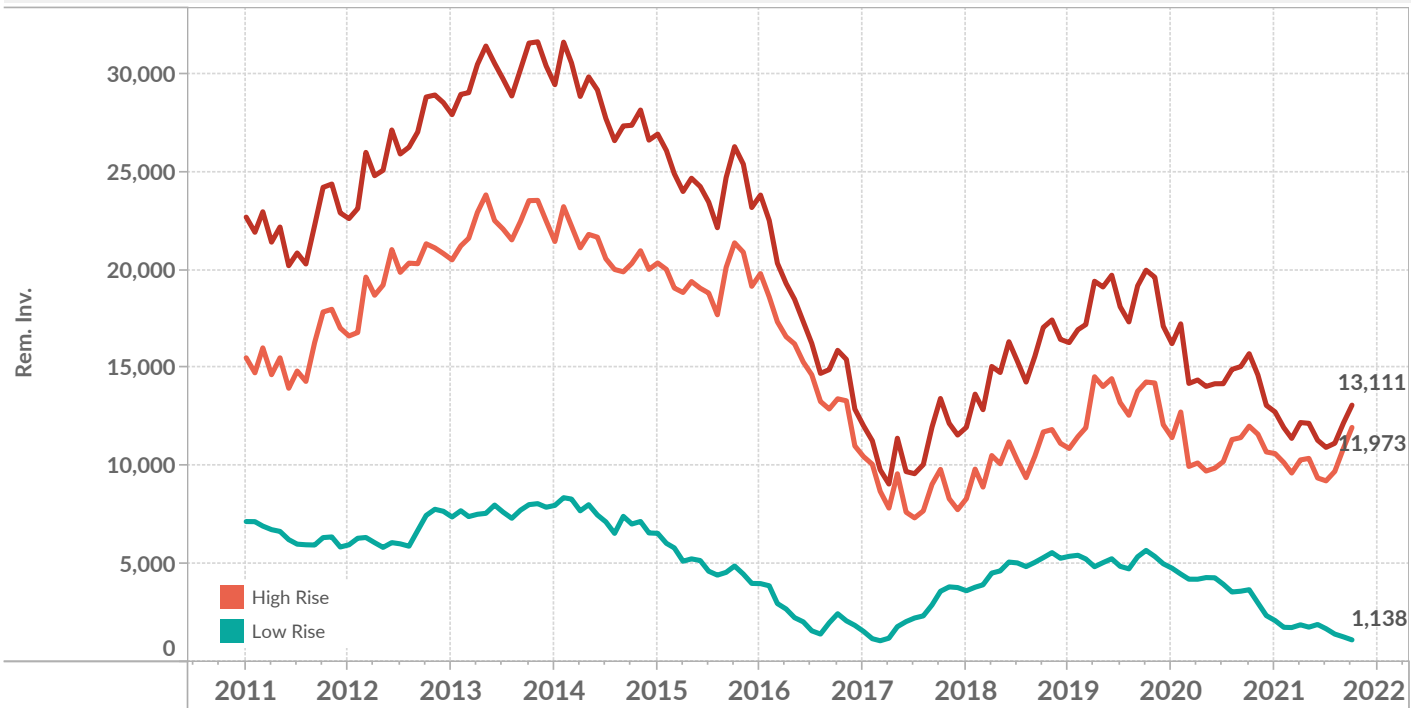


Pricing

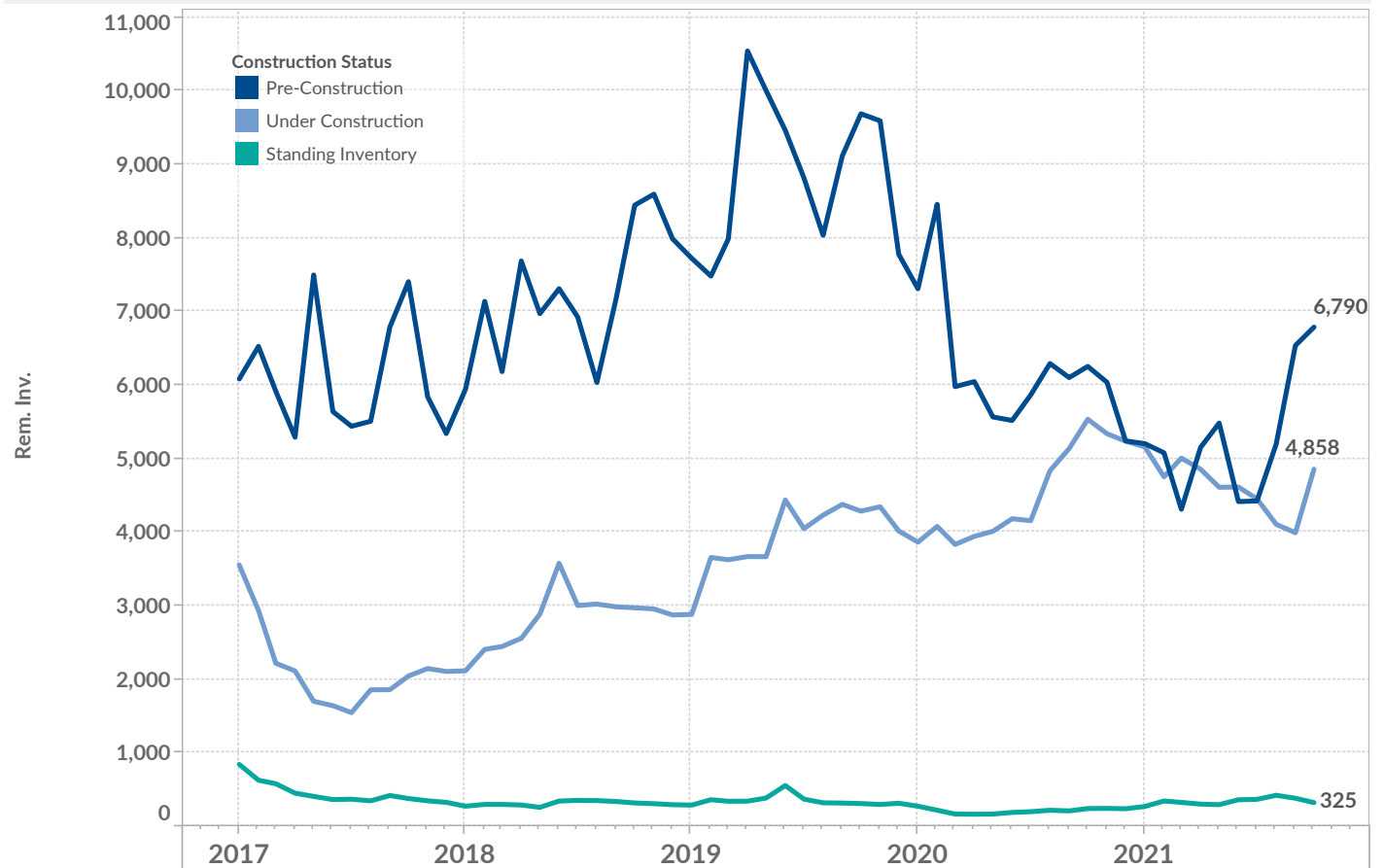


Remaining Inventory

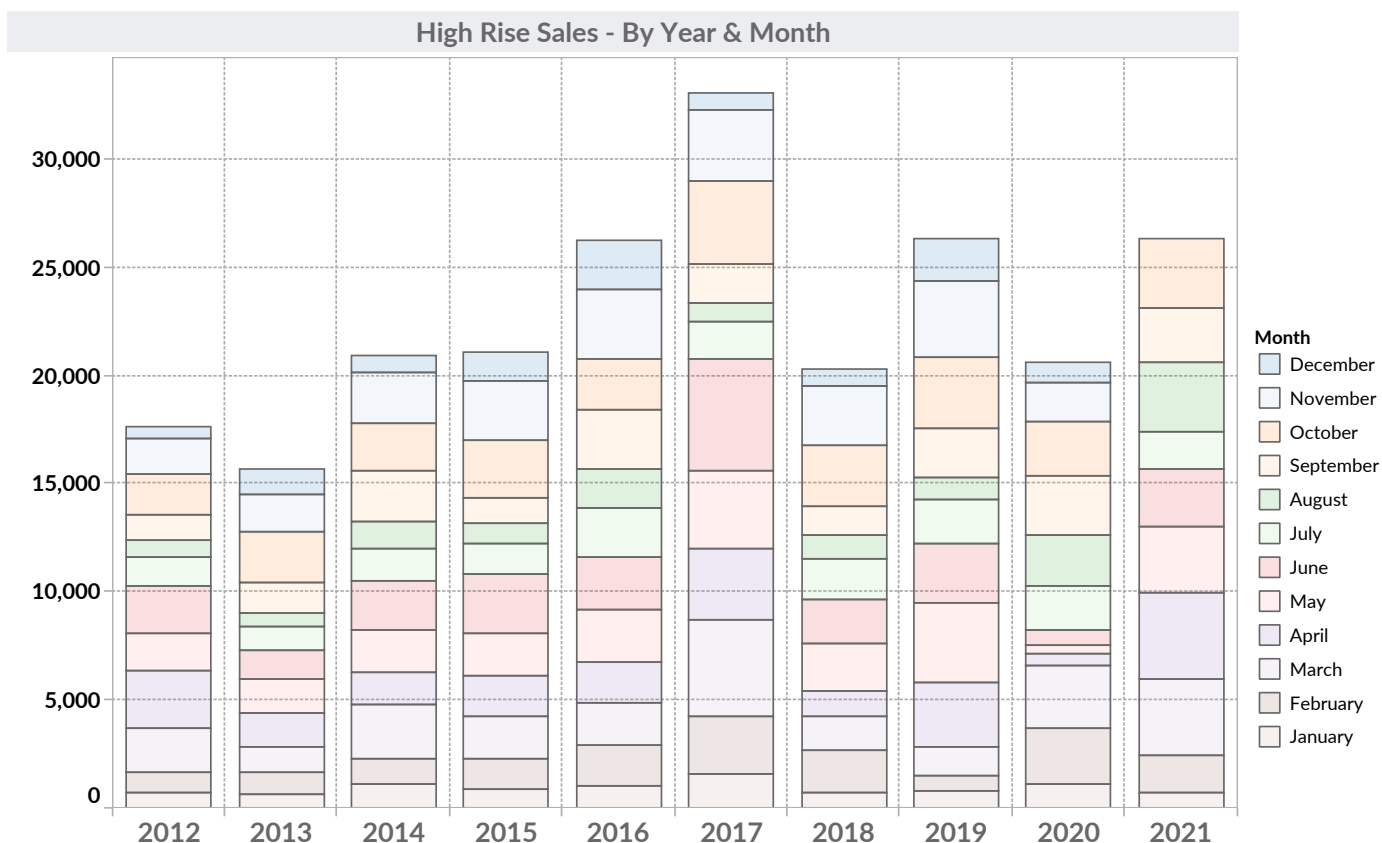
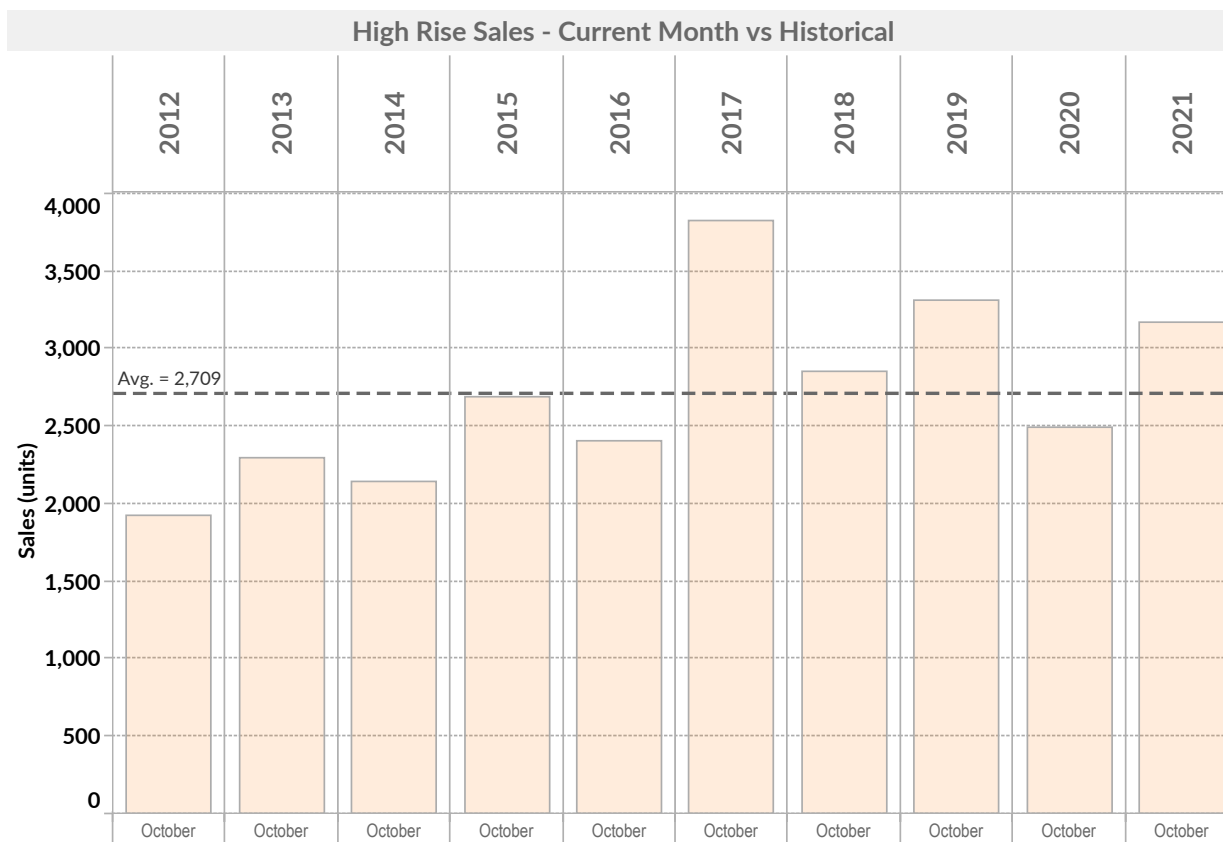
GTA - Monthly New Home Remaining Inventory



GTA - Monthly High Rise Rem. Inv. by Construction Status

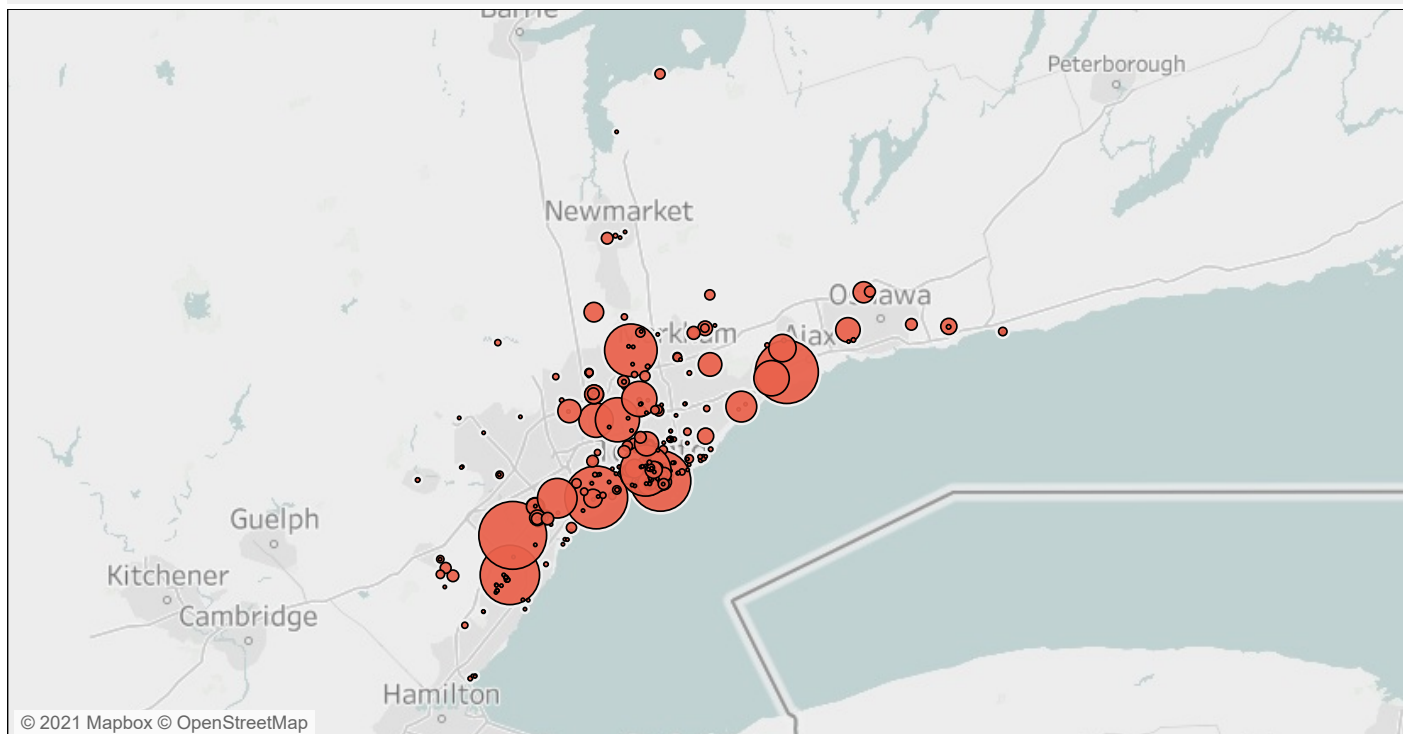


Historical Sales Comparison

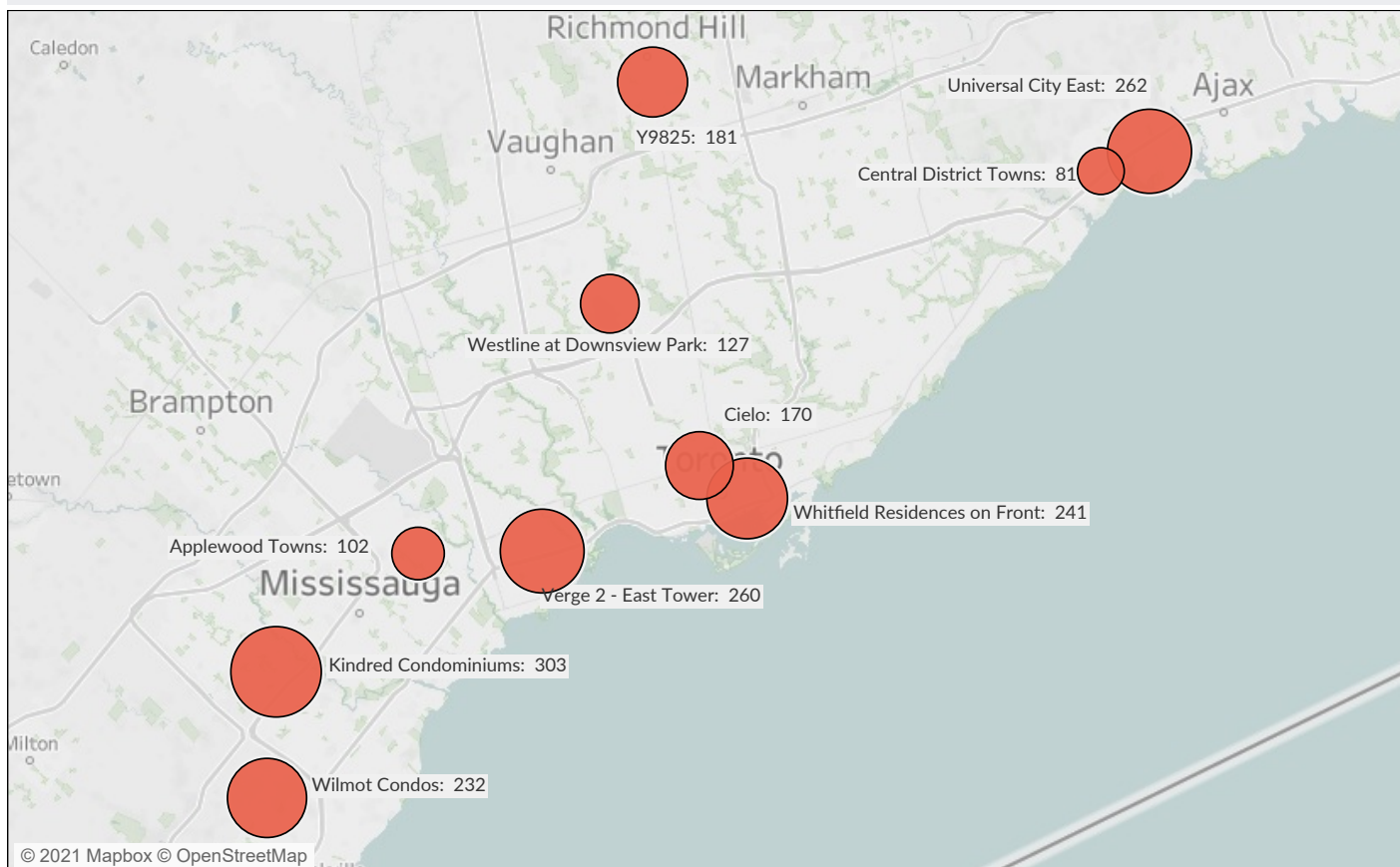


Current Sites

GTA - Active High Rise Sites by Current Month Sales



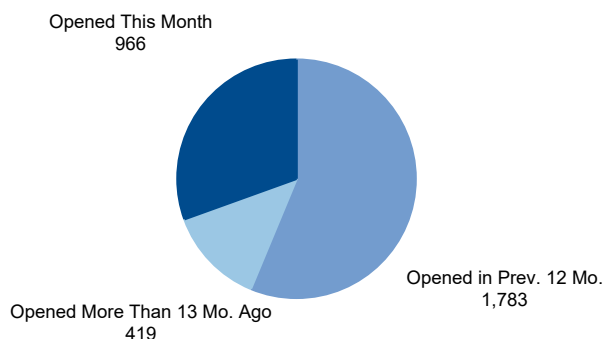
GTA - Top 10 Sites by Current Month Sales



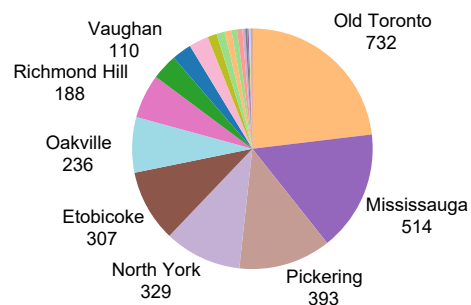
Monthly Sales Breakdown

Current Month High Rise Sales Breakdown

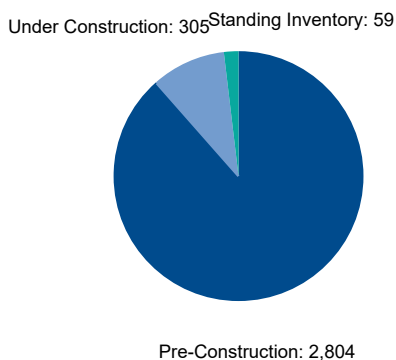
Sales by Opening Date



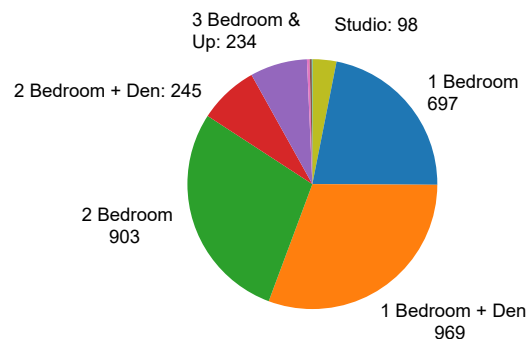
Sales by Municipality/Area



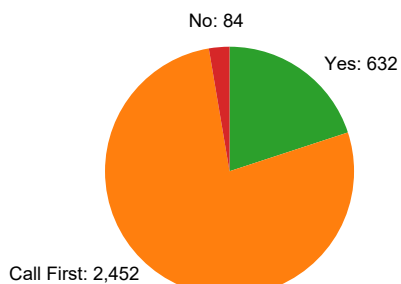
Sales by Const. Status



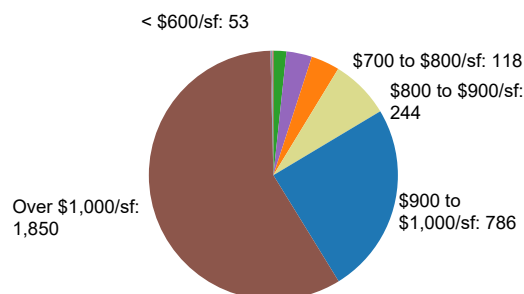
Sales by Unit Type



Sales by Sites with Broker Cooperation



Sales by Price Range



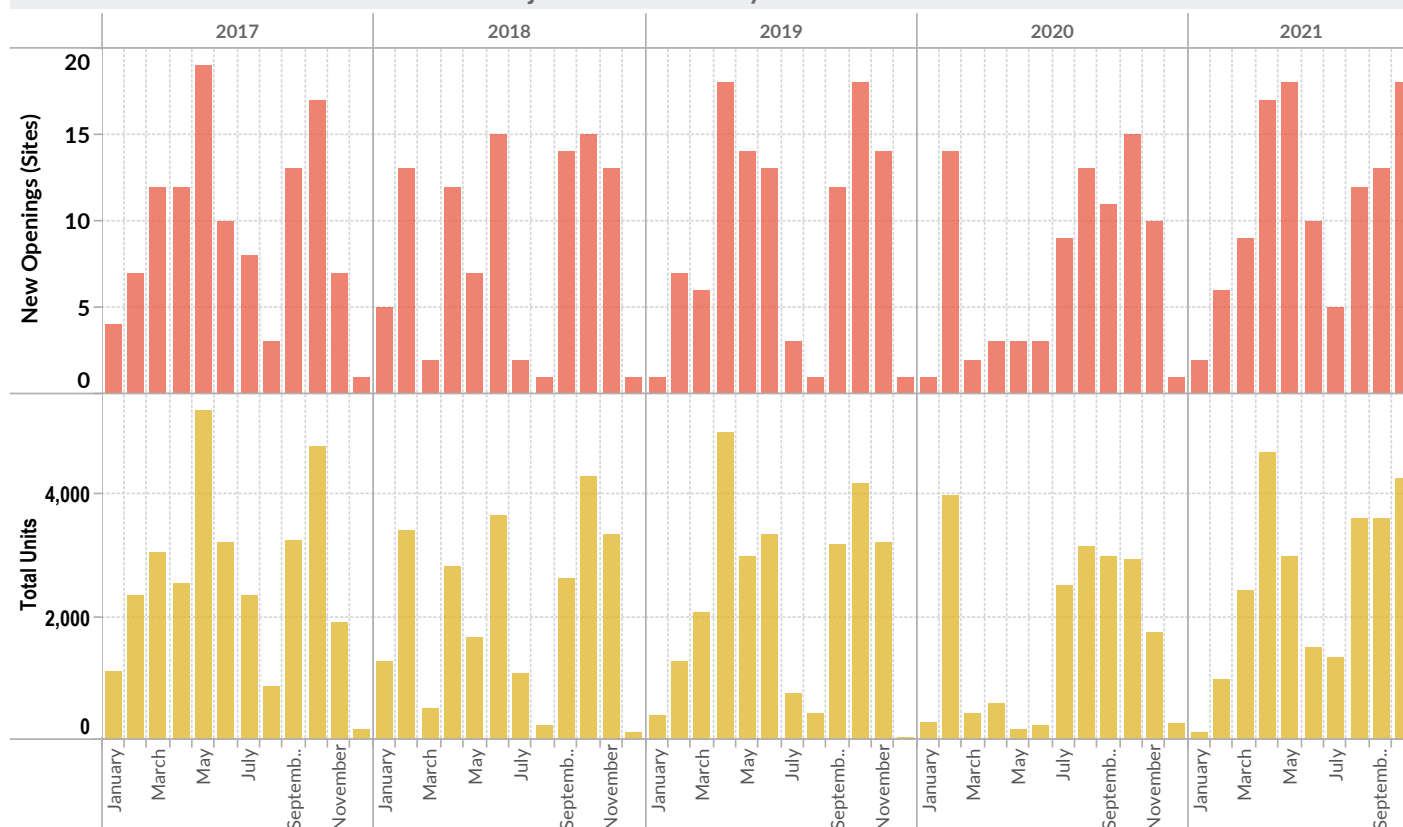
New Openings

October 2021 - New Project Launches

Site Name	Municipality	Opening Date	No# of Units	Current Month Sales	Rem Inv	Avg. Current PPF
DeerView Heights - Stonepay	Pickering	2021-10-01	48	48	0	\$569
Wilmot Condos - WP Development Inc. and GCL Builds	Oakville	2021-10-01	380	232	148	\$1,120
Applewood Towns - Sierra Building Group	Mississauga	2021-10-07	102	102	0	\$807
Verge 2 - East Tower - RioCan	Etobicoke	2021-10-07	334	260	74	\$1,145
Central District Towns - ICON Homes and Old Orchard Homes	Pickering	2021-10-14	88	81	7	\$686
Cielo - Collecdev	Old Toronto	2021-10-16	233	170	63	\$2,040
Rossmont Green - Star Residence	Whitby	2021-10-16	75	38	37	\$878
Markdale - JD Development Group	Markham	2021-10-20	147	35	112	\$743
Fifth at Charisma - Greenpark Group	Vaughan	2021-10-23	306	0	306	\$1,150
Mount Pleasant Village - Daniels Corporation and Choice Properties REIT	Brampton	2021-10-23	106	0	106	\$869
Mount Pleasant Village (Stacked) - Daniels Corporation and Choice Properties REIT	Brampton	2021-10-23	36	0	36	\$725
Natasha Residences - Lanterra Developments	Old Toronto	2021-10-23	436	0	436	\$1,452
Pemberton 33 Yorkville - North Tower - Pemberton Group	Old Toronto	2021-10-23	731	0	731	\$2,012
Pemberton 33 Yorkville - South Tower - Pemberton Group	Old Toronto	2021-10-23	382	0	382	\$1,989
Stella 2 - i2 Developments Inc.	Brampton	2021-10-24	462	0	462	\$0
Leaside Common - Gairloch and Harlo Capital	Old Toronto	2021-10-25	188	0	188	\$1,309
Views on the Preserve - Building 2 - Mattamy Homes	Oakville	2021-10-26	39	0	39	\$975
Kingsley Square - Tower A - Briarwood Homes	Newmarket	2021-10-31	166	0	166	\$997
Grand Total			4,259	966	3,293	\$1,158

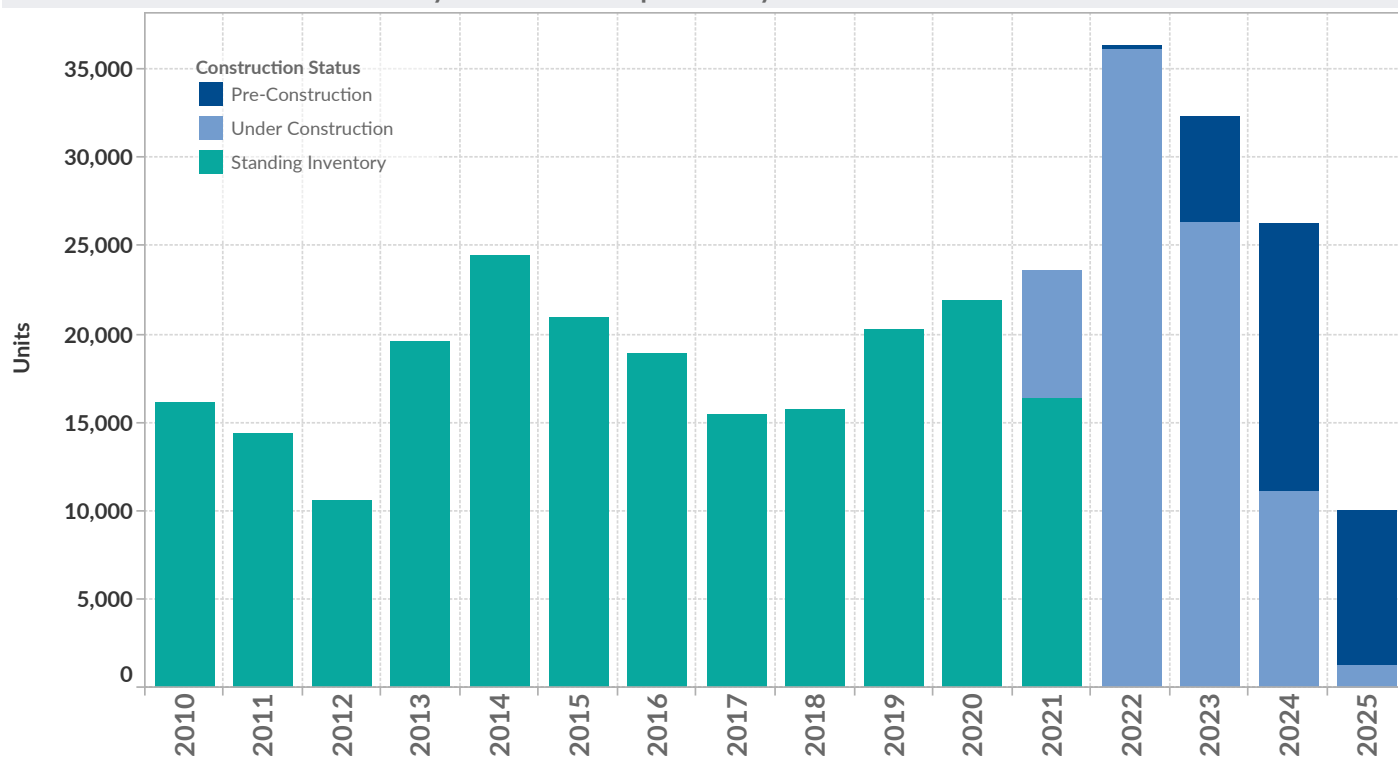
*Projects launched or commenced signings within 10 days of month end cannot report any firm sales until the following month due to rescission period.

Project Launch History - Sites & Units

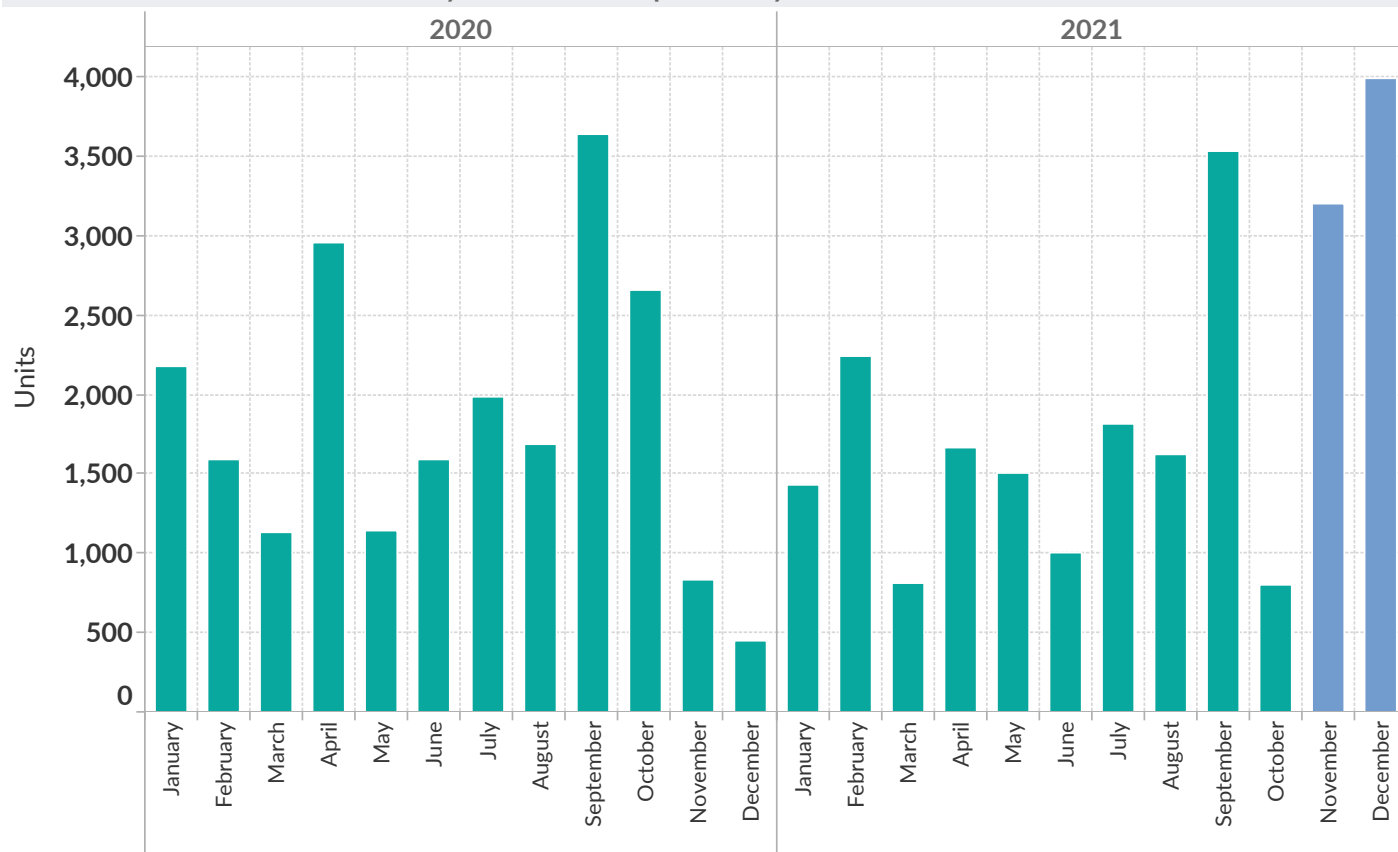


Scheduled Completions

GTA - Yearly Scheduled Completions by Current Construction Status



GTA - Monthly Scheduled Completions by Current Construction Status



Top Builders - YTD

GTA - Top High Rise Builders by YTD Sales

Builder	2021												Total	Market Share %
	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.		
Menkes	1	100	0	737	235	175	1	121	4	244			1,618	6.2%
CentreCourt Developments Inc.	11	10	607	447	66	28	29	29	208	127			1,562	5.9%
RioCan	15	21	149	18	6	5	3	446	208	290			1,161	4.4%
QuadReal Property Group				737	233	175							1,145	4.4%
Urban Capital Property Group	18	13	19	646	204	42	28	25	15	10			1,020	3.9%
Daniels Corporation	16	37	33	112	97	255	21	22	15	344			952	3.6%
Rogers Real Estate Development Limited	5	7	7	642	194	33	24	16	13	8			949	3.6%
Fernbrook Homes	48	326	45	1	6	337	49	54	13	3			882	3.4%
Vandyk Properties Inc.	0	0	0	370	381	0	0	0	0	0			751	2.9%
Concord Adex	0	13	388	72	73	18	35	59	45	14			717	2.7%
Liberty Development Corporation	24	33	382	41	21	10	24	32	22	17			606	2.3%
Graywood Developments	16	35	41	16	54	22	13	3	367	33			600	2.3%
Tridel	52	90	65	138	56	33	32	37	51	46			600	2.3%
Basis International Inc.	0	0	599	0	0	0	0	0	0	0			599	2.3%
CentresOne Urban Developments Inc.				440	66	28	29	29	3				595	2.3%
Tribute Communities	6	12	7	1	11	0	0	238	286	32			593	2.3%
Mallamy Homes	1	14	30	186	99	7	3	125	116	1			582	2.2%
Kilmer Group	5	16	149	11	9	220	130	23	3	1			567	2.2%
Canrosl Felcorp	5	5	7	6	6	3	1	475	40	0			548	2.1%
Rosehaven Homes	0	1	0	2				463	36	44			546	2.1%
Townwood Homes								463	36	44			543	2.1%
Plaza	1	5	363	10	20	12	22	15	9	39			496	1.9%
Armacon Developments	1	0	0	0	0	400	50	21	9	9			490	1.9%
Kaitlin Corporation	6	22	204	10	90	41	29	28	17	21			468	1.8%
Emblem Developments	1	4	4	0	0	2	0	379	29	0			419	1.6%
Total (All 218 Builders)	683	1,714	3,534	4,040	2,997	2,718	1,694	3,219	2,538	3,168			26,305	

Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Builders - Last 12 Months

GTA - Top High Rise Builders by Last 12 Month's Sales

Builder	2020		2021										Total	Market Share %
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May.	Jun.	Jul.	Aug.	Sep.	Oct.		
Menkes	340	98	1	100	0	737	235	175	1	121	4	244	2,056	7.1%
QuadReal Property Group	338	98				737	233	175					1,581	5.4%
CentreCourt Developments Inc.	10	4	11	10	607	447	66	28	29	29	208	127	1,576	5.4%
Fernbrook Homes	356	118	48	326	45	1	6	337	49	54	13	3	1,356	4.7%
RioCan	10	5	15	21	149	18	6	5	3	446	208	290	1,176	4.0%
Urban Capital Property Group	21	9	18	13	19	646	204	42	28	25	15	10	1,050	3.6%
Daniels Corporation	77	9	16	37	33	112	97	255	21	22	15	344	1,038	3.6%
Rogers Real Estate Development Limited	8	5	5	7	7	642	194	33	24	16	13	8	962	3.3%
Vandyk Properties Inc.	0	0	0	0	0	370	381	0	0	0	0	0	751	2.6%
Concord Adex	14	13	0	13	388	72	73	18	35	59	45	14	744	2.6%
Tridel	9	82	52	90	65	138	56	33	32	37	51	46	691	2.4%
Kilmer Group	57	20	5	16	149	11	9	220	130	23	3	1	644	2.2%
Mattamy Homes	55	2	1	14	30	186	99	7	3	125	116	1	639	2.2%
Liberty Development Corporation	10	17	24	33	382	41	21	10	24	32	22	17	633	2.2%
Graywood Developments	15	13	16	35	41	16	54	22	13	3	367	33	628	2.2%
Tribute Communities	7	4	6	12	7	1	11	0	0	238	286	32	604	2.1%
Bazis International Inc.	0	0	0	0	599	0	0	0	0	0	0	0	599	2.1%
Centrestone Urban Developments Inc.						440	66	28	29	29	3		595	2.0%
Canrosl Felcorp	7	4	5	5	7	6	6	3	1	475	40	0	559	1.9%
Rosehaven Homes	1	1	0	1	0	2				463	36	44	548	1.9%
Townwood Homes										463	36	44	543	1.9%
Plaza	24	0	1	5	363	10	20	12	22	15	9	39	520	1.8%
Amacon Developments	1	5	1	0	0	0	0	400	50	21	9	9	496	1.7%
Crystal Homes	258	59	1	152	16	1							487	1.7%
Diamond Corp	60	20	5	16	7	2	2	220	130	22	2	0	486	1.7%
Total (All 219 Builders)	1,800	952	683	1,714	3,534	4,040	2,997	2,718	1,694	3,219	2,538	3,168	29,057	

Please Note: Sales in projects associated with more than one builder (ie: joint ventures) have been allocated in the full amount to each builder involved.

Top Sites

GTA - Top High Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Unit Type	2021 October
Kindred Condominiums - Daniels Corporation	Mississauga	Apartment	1 Bedroom	71
			1 Bedroom + Den	87
			2 Bedroom + Den	1
			2 Bedroom	140
			Studio	4
			Total	303
Universal City East - Chestnut Hill Developments	Pickering	Apartment	1 Bedroom	106
			1 Bedroom + Den	44
			2 Bedroom + Den	10
			3 Bedroom & Up	13
			2 Bedroom	88
			Total	261
Verge 2 - East Tower - RioCan	Etobicoke	Apartment	1 Bedroom	45
			1 Bedroom + Den	145
			2 Bedroom + Den	17
			3 Bedroom & Up	16
			2 Bedroom	37
			Total	260
Whitfield Residences on Front - Menkes and Core Development Group	Old Toronto	Apartment	1 Bedroom	137
			3 Bedroom & Up	19
			2 Bedroom	49
			Studio	36
			Total	241
Wilmot Condos - WP Development Inc. and GCL Builds	Oakville	Apartment	1 Bedroom	27
			1 Bedroom + Den	160
			2 Bedroom + Den	3
			3 Bedroom & Up	10
			2 Bedroom	32
			Total	232
Y9825 - Metroview Developments	Richmond Hill	Apartment	1 Bedroom	73
			1 Bedroom + Den	67
			2 Bedroom	41
			Total	181

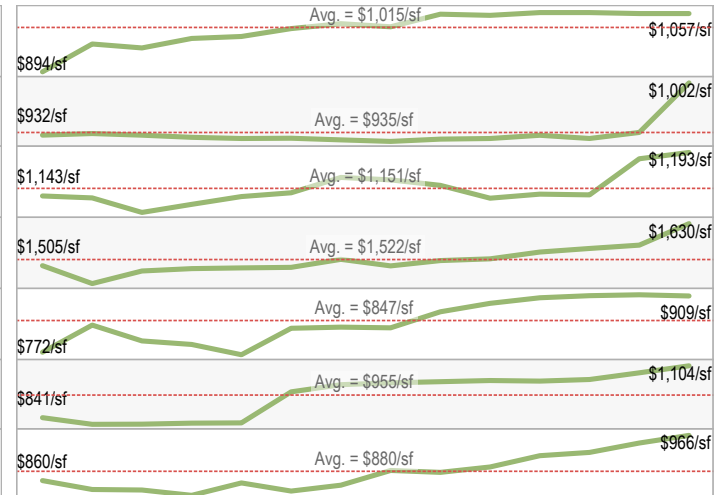
Market Parameters by Area

Current Market Parameters & Trend by Area

Avg. Asking Price/SF

416 Area	East York	\$1,057/sf
	Etobicoke	\$1,002/sf
	North York	\$1,193/sf
	Old Toronto	\$1,630/sf
	Scarborough	\$909/sf
	York	\$1,104/sf
905 Area	905 All Muni.	\$966/sf

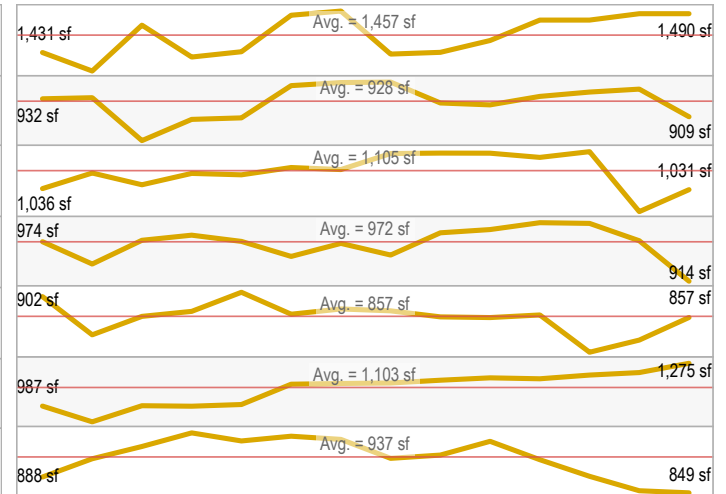
Last 13 Months



Avg. Remaining Unit Size (SF)

416 Area	East York	1,490 sf
	Etobicoke	909 sf
	North York	1,031 sf
	Old Toronto	914 sf
	Scarborough	857 sf
	York	1,275 sf
905 Area	905 All Muni.	849 sf

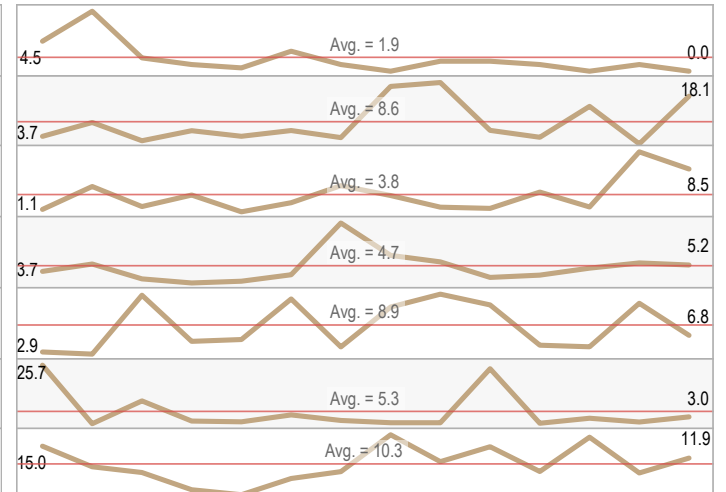
Last 13 Months



Avg. Absorption Rate (Sales/Site)

416 Area	East York	0.0
	Etobicoke	18.1
	North York	8.5
	Old Toronto	5.2
	Scarborough	6.8
	York	3.0
905 Area	905 All Muni.	11.9

Last 13 Months



Y./Y. Sales Comparison

Current Month Sales Compared to Previous Year by Submarket

SubMarket	Municipality	October-2020				October-2021			
		Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	● 126			● 126	● 185			● 185
Central Waterfront	Old Toronto	● 18			● 18	● 29			● 29
Don Mills - York Mills	North York	● 174		● 0	● 174	● 4		● 3	● 7
Downtown Core	Old Toronto	● 29			● 29	● 21			● 21
Downtown East	Old Toronto	● 89			● 89	● 298			● 298
Downtown West	Old Toronto	● 72			● 72	● 74			● 74
Etobicoke Waterfront	Etobicoke	● 5			● 5	● 3			● 3
Highway7 - Yonge	Markham	● 1			● 1	● 1			● 1
	Richmond Hill	● 1		● 3	● 4	● 181		● 5	● 186
Mississauga City Centre	Mississauga	● 39			● 39	● 47			● 47
North Toronto	Old Toronto	● 7			● 7	● 62		● 1	● 63
North Yonge Corridor	North York	● 4		● 0	● 4	● 87		● 0	● 87
North York East	North York	● 0		● 1	● 1	● 0		● 0	● 0
North York West	North York	● 23		● 1	● 24	● 220		● 0	● 220
Not Applicable	Brampton	● 9		● 1	● 10	● 3		● 0	● 3
	Burlington	● 11			● 11	● 3			● 3
	Caledon	● 3		● 0	● 3	● 2		● 0	● 2
	Clarington	● 3			● 3	● 29			● 29
	East York	● 0		● 18	● 18	● 0		● 0	● 0
	Etobicoke	● 169		● 0	● 169	● 299		● 5	● 304
	Georgina	● 0			● 0	● 6			● 6
	Halton Hills	● 0			● 0	● 1			● 1
	King					● 24			● 24
	Markham	● 15			● 15	● 35		● 42	● 77
	Milton	● 0			● 0	● 22			● 22
	Mississauga	● 354		● 7	● 361	● 359		● 108	● 467
	Newmarket	● 3	● 0		● 3	● 1	● 0	● 8	● 9
	Oakville	● 83		● 4	● 87	● 236		● 0	● 236
	Old Toronto	● 0			● 0	● 4			● 4
	Oshawa	● 8			● 8	● 35			● 35
	Pickering	● 1		● 32	● 33	● 262		● 131	● 393
	Richmond Hill			● 2	● 2			● 2	● 2
	Scarborough	● 23		● 15	● 38	● 83		● 1	● 84
	Vaughan	● 606		● 0	● 606	● 94		● 2	● 96
	Whitby	● 1		● 0	● 1	● 39			● 39
	Whitchurch-Stouffville	● 1			● 1	● 6			● 6
	York	● 0		● 0	● 0	● 12			● 12
Sheppard Corridor	North York	● 15		● 0	● 15	● 15		● 0	● 15
Thornhill	Markham	● 10			● 10	● 6			● 6
	Vaughan	● 154			● 154	● 14			● 14
Toronto East	Old Toronto	● 144		● 0	● 144	● 6			● 6
Toronto West	Old Toronto	● 189		● 5	● 194	● 50		● 0	● 50
Yonge - St. Clair	Old Toronto	● 15		● 0	● 15	● 1		● 1	● 2
Grand Total		● 2,405	● 0	● 89	● 2,494	● 2,859	● 0	● 309	● 3,168

Sales & Remaining Inventory

Last 12 Month's Sales & Remaining Inventory by Submarket

Last 12 Months - Sales						Remaining Inventory			
SubMarket	Municipality	Apartment	Loft	Stacked	Total	Apartment	Loft	Stacked	Total
Bloor - Yorkville	Old Toronto	</							

Copyright © Altus Group Limited

Altus Group Limited, makes no representation about the accuracy, completeness, or the suitability of the material represented herein for the particular purposes of any reader and such material may not be copied, duplicated or re-distributed in any form or by any means without the prior written permission of Altus Group Limited. Altus Group Limited assumes no responsibility or liability without limitation for any errors or omissions in the information contained in the material represented. E&O.E.